
JOB DESCRIPTION

SR. ACCOUNT EXECUTIVE, COMPLIANCE SOFTWARE & SOLUTIONS SALES – NYC REGION

The Sr. Account Executive, Compliance Software & Solutions Sales position in NYC Region is an integral part of the sales team. This position will be responsible for individual revenue production from sales of Globanet and third-party products. This will be achieved through the application of B2B sales disciplines supported by sales and marketing staff and company systems and processes. This position will engage with the Sales, Marketing and Professional Services teams. The role will demand interaction with large scale enterprises at senior levels, as well as selling to multiple constituents including IT, legal, security, and compliance.

Globanet is a company that prides itself on the growth of its employees. This job would ensure personal and professional growth.

This is a job that requires the employee to have 5 years of success selling Enterprise software. A degree level education is strongly preferred.

This position is full-time and requires travel to clients' sites.

The employee will be managing Globanet clients located in the tri-state area of the eastern United States.

Responsibilities

- Achieve or exceed sales quota through product mix and gross margin targets.
- Proactively network – securing prospect leads into target accounts.
- End-to-end cultivation by researching and identifying key account contacts through industry networking and other means as required to generate initial interest in Globanet products and solutions.
- Expedient follow-up on marketing-generated leads (including leads from, online ad response, webinars, tradeshow, and other on-going marketing programs).
- Actively probe, listen, and seek to understand the customer's needs and buying process. Uncover the underlying business drivers and articulate how Globanet's products can address those needs.
- Accurately forecast anticipated sales; exercise judgment in qualifying and prioritizing prospects.
- Maintain accurate and current account information in Globanet's designated CRM (NetSuite).
- Recognize prospects' internal politics and successfully navigate to achieve objectives.
- Drive sales to closure to exceed assigned sales target.
- Effectively leverage required internal team resources throughout the buying process: e.g. pre-sales, sales administration, subject matter experts.

Desired Skills and Experience

- Has 8+ years of successfully selling of enterprise class Software and selling into Fortune 1000 accounts.
- Experience in Archiving, eDiscovery, or related solution areas, ideally Cloud/SaaS-based solutions.
- In-depth knowledge of key compliance regulation drivers for data governance solutions.
- Ability to coordinate Globanet's resources to execute a complex sales strategy.
- Exceptional work ethic, reliability, and punctuality are a must.
- Must be organized, detail and process oriented.
- Able to handle fast-paced working environment.
- Has professional email and phone etiquette.
- Proficient in Microsoft Office and web conferencing tools such as Zoom, Microsoft Teams, etc.
- Strong written and verbal communication skills and be able to clearly and effectively articulate Globanet's value.
- Must be a self-starter with the ability to work independently or in a team environment.
- Able to manage multiple tasks and use good judgment in resolving difficult issues.
- Meet schedules and deadlines of the work needed to succeed in this role.
- Compose routine correspondence and reports.
- Ability to execute sales operations for deal processing, quoting, pricing, etc.
- Able to use CRM and other on-line tools effectively.
- Minimum of 8 years "hunter" IT sales experience (ideally within Email / Messaging / Security).

Limitations and Disclaimer: The above job description is meant to describe the general nature and level of work being performed; it is not intended to be construed as an exhaustive list of all responsibilities, duties and skills required for the position. All job requirements are subject to possible modification. Some requirements may exclude individuals who pose a direct threat or significant risk to the health and safety of themselves or other employees.

This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Employees will be required to follow any other job-related instructions and to perform other job-related duties requested by their supervisor in compliance with Federal and State Laws. Requirements are representative of minimum levels of knowledge, skills and/or abilities. To perform this job successfully, the employee must possess the abilities or aptitudes to perform each duty proficiently. Continued employment remains on an "at-will" basis.